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NEW YEAR PRICE LIST 1952

Gates Cactus, Inc.**(Howard E. Gates)**

CORONA, CALIFORNIA

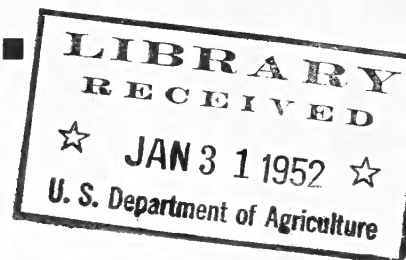
Member California Association of Nurserymen

Member California Cactus Growers Association

California's Largest Cactus and Succulent Nursery

Midway Between the Desert and the Sea

PHONE CORONA 626

**WHOLESALE TERMS**

Cash with order. Packed F.O.B. Corona. 50% cash advance with C.O.D. orders. Minimum: Ten plants of a kind, one hundred plants to a shipment. Less than twenty five of a kind, take the ten price scale.

TRANSIT LOSSES

The goods are yours when delivered to the transportation company. Claims for heating, freezing, delay or poor handling must be taken up with the transporting agency.

In order that you may properly make claim upon the transportation company for transit losses, always ask the delivering agent for a bad order inspection.

LABELING

We label with plant names only when requested.

SYMBOLS

"RC" rooted cuttings, "S" seedlings, "P" plants.

QUANTITY DISCOUNTS

On orders amounting to—

\$ 50.00 or more 5% \$100.00 or more 10%

\$250.00 or more 15% \$500.00 or more 20%

Quantity discounts apply to cash or C.O.D. orders.

Customers who have established account standing, will be billed at the hundred rates and the above discounts will be allowed if remittance is mailed within twenty one days of invoice date.

SATISFACTION GUARANTEED

We guarantee quality and fair value. If not satisfied on these points return the goods at once at our expense for full refund.

UNROOTED CUTTINGS

Unrooted cuttings are not being listed at the present time as we expect to use all of the current crop for our own propagating.

OVER THE GARDEN GATE

Howdy Folks:

Since I last chatted with you over the garden gate, I've made two long trips out where the tall cactus grow. The last one was from El Paso down the central route through the heart of Mexico with some detours into the by-ways where the roads are not paved and the chatter of tourists is never heard. I saw a lot of things and learned a few more. Last spring a fellow writing for the Saturday Evening Post about "Cactus, The Craziest Thing That Grows," called me "Mr. Cactus." I hope he was not stretching the truth too far with his literary license. Any way my Mother started a fine cactus collection while I was still in grammar school even though I can't claim I cut my teeth on a cactus spine. For over twenty years, I've been hunting for cactus, describing and naming new ones and learning how to grow them by the million. Yet some of the things I saw on this trip made me think I am just beginning to learn something. One of the lessons a native girl taught me was how to say "Xoconochtle" which is the name for one of the cactus fruits they like to eat. It's something like "Chaw-co-nist-lay."

On the steep sides of a great canyon, were forests of the Mexican Old Men cactus all the way up to thirty feet high. Over on the west coast, cactus as large as full grown Arizona giants, were often covered with morning glories and other vines. Of course some of you folks might have been more interested in the orchids growing in the trees and which are almost given away in the corsages at Xochimilco's floating gardens. Or the great six to eight foot wreaths used for funerals. Down near Orizaba, gardenias are grown in the open field the way some of you grow peonies. And those cut leaf Phillias you tenderly nurse along. They just climb up the nearest tree. Over west of Mexico City is that Paracutin Volcano which sprouted up in that poor fellow's corn field. Now it dominates the landscape and puts on a real show. Not far away is Uruapan with its lush tropical national park. In it is the spot where the Devil is said to have stumbled and fell. Where his elbow struck the ground, great springs gushed forth to form a beautiful river. Here lumber comes down to town from the mountains lashed on to the sides of burros. Teams of oxen draw single handled plows in the fields alongside of the highways built by modern bulldozers. Indian packers still use head bands to help them carry heavy loads on their backs to market, over these same roads. No, I'm no relation to Baron Munchausen.

But I had better get back to my job of keeping you interested in the cactus and succulents we grow, I spent all of last winter and spring in the seedling glass house sowing seed and nursing the tiny plants. When I got back from this last journey, I found that Bob Kilian's crew had all those seedlings transplanted, some for the second time. The place was so crowded it was a job every morning to find a place to put the day's new plantings. So we went into a huddle over the problem of just what to do. Since there are a lot of good fellows out here doing a fine job of growing Crassulas, Sedums, Echeverias, Kalanchoes and the like we decided to discontinue growing all of those types which we have been listing in our Price Group "O" and devote all our effort to the "harder" and slower types. These kinds take a year on the average to reach the smallest sizes we ship. It is our endeavor to grow the highest quality plants in adequate quantity. Our price lists always give the approximate size as well as the price.

We note that some persons confuse the terms "air express" and "air freight." Air express is a service of the Railway Express Agency which will take shipments of any size across country by air and deliver them to your door. Delivery is made in quick time but the rates are very high,

often as much as the goods are worth. Air freight rates are lower but only include the transportation from air port to air port. It costs slightly over \$1.00 per 100 pounds additional to ship from our nursery to the Los Angeles or Burbank Air Ports. At the delivery air port, shipments may be picked up by your own trucks, delivered by the air ports local delivery service for a fee or forwarded by railway express or truck line. Slick and Flying Tiger Air Lines have commodity rates on shipments of a hundred pounds or more, which bring the delivered cost close to the same as Railway Express. Shipments to Chicago and beyond are usually delivered in fifty to seventy-five hours after leaving our nursery. Please note on your orders your instructions re routing and final delivery method.

Nothing pleases us more than to please you. We can be more sure of pleasing you if you will note "cactus only," "succulents only" or "cactus and succulents" as well as the price range on your orders for assortments. Sometimes we have to guess just which our patrons wish.

We hope you will pardon us if we transcribe an old advertising slogan and make it read, "When more and better cactus are grown, Gates will grow them."

Adios. Hasta la vista.

Mr. Cactus.

EPIPHYLLUM ORCHID CACTUS PHYLLOCACTUS

These are the so-called Orchid Cactus whose large flowers with their brilliant colors have become familiar to many by the color plates recently published in many publications. They are hybrids produced by the crossing of white night blooming Epiphyllum species with brightly colored day bloomers of other genera. The branches, leaves to most people, are usually flat with crenulated edges like a bread knife. Some produce three or four cornered branches. Usually they are spineless, though some do bear spines. Blooming season is spring though some kinds scatter a few flowers during the rest of the year. The day blooming flowers open for several days. Many are fragrant. The kinds listed as true species are white night bloomers whose flower is good for only one night. The potting soil should be porous and well drained. One part each of good topsoil, leaf mold and coarse sand plus a generous portion of crushed charcoal makes a good soil. They like a good light but should not be in the full sun which will stunt and possibly burn the branches. Many home greenhouses are ideal for their culture.

We offer stout year old plants out of quart cans (equivalent to 5" pots). Most of them will bloom in May if shipped before March fifteenth. \$6.00 per 10, \$50.00 per 100. Un-rooted cuttings \$2.00 per 10, \$15.00 per 100.

Adonis. Wide open, funnel shape, soft pink with rose center.
Agatha (Peach Blow) Open funnel form, light rose with red throat, early bloomer.

Amber Queen. Cup Shape, cherry red, orange center stripe.
Anguliger. True species, white night bloomer, noted for its deeply notched branches.

Argus. Funnel form, flesh pink, red throat. Extra long blooming period.
Autumn. Orange red, late bloomer.

Bliss. Open cup shape, light orange.
Bohemienne, Hanging basket type. Cup shape, flesh to salmon pink flowers.

F. W. Buell. Striking dark red, iridescent.
Canary Yellow. White with yellow outer petals.
Conway's Giant. Cup shaped, large red flower, free bloomer, strong grower.

Dante. Cup shaped, orange red with violet shadings.
Eden. A strong grower with very large white flowers.

Frau H. M. Wegener. Large soft rose flowers shading to carmine.
Hofrat Bouche. Cup shaped, blood red flowers.

Joseph de Laet. (Tri Tone Orchid). Spreading, outer petals scarlet shading to orchid tones.

Madam Wm. de Laet. Cup and saucer shaped. Dark red overcast with purple. Free bloomer.

Prof. Ebert. Flat, funnellform, double, varying orchid shades.
Eden. Open cup shape, white flower with yellow back petals. Free blooming.

Erlauer Kind. Open cup, red outer petals shading to iridescent rose center.

Flamingo. Open funnel form with curved throat, light orange with violet throat shadings.

Hermosissimus. Wide funnel form, red with purple, margins on center petals. Good bloomer.

Hermosus. Cup shaped, red with iridescent throat. Free bloomer.
Lackneri. Flat cup, wide petals shading from deep to light red.
Marseillaise. (Red, White and Blue). A strong grower with several

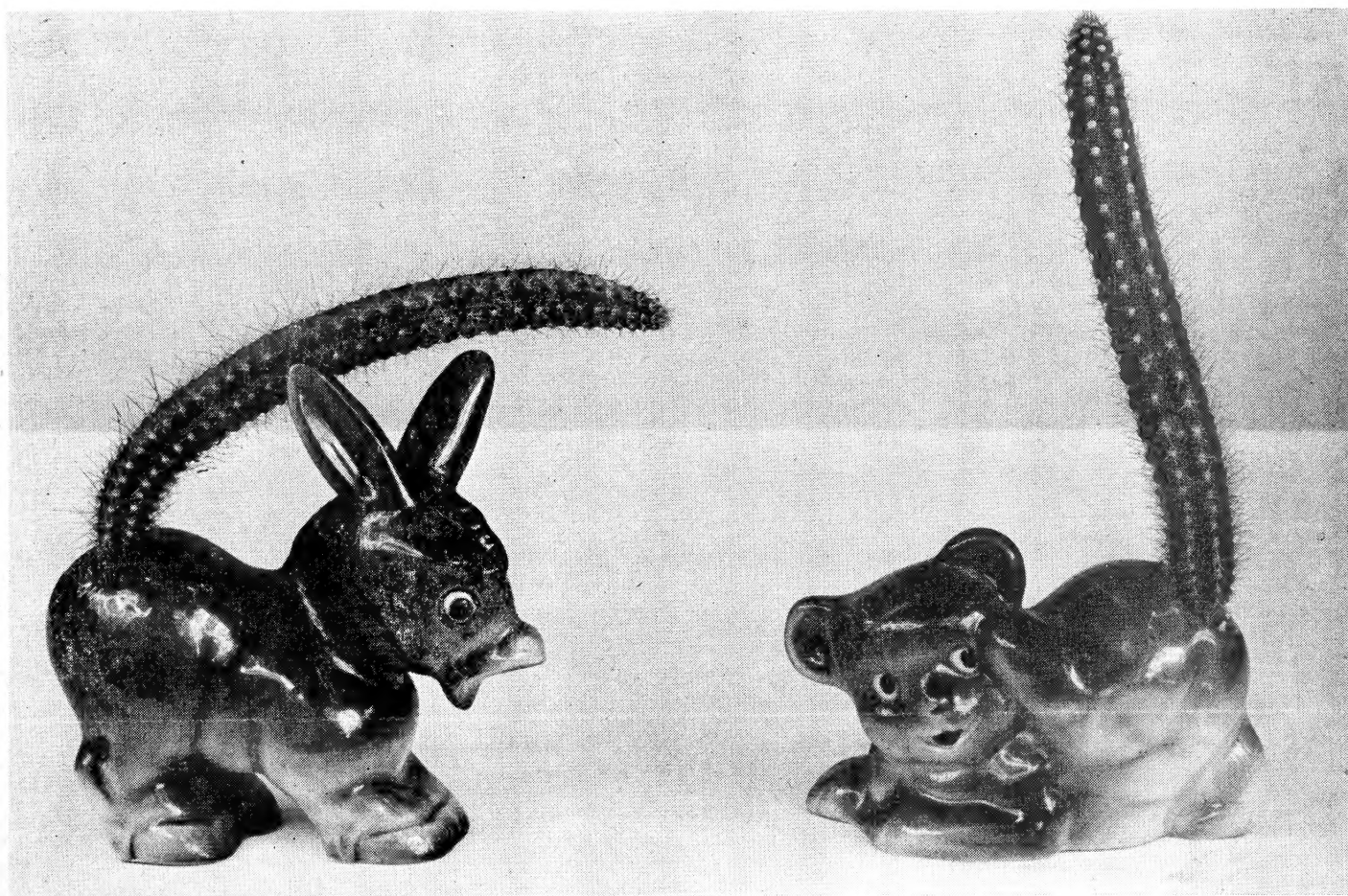
PICTURE SUPPLEMENT NO. 1

Gates Cactus, Inc.

Corona, California

California's largest cactus and succulent gardens

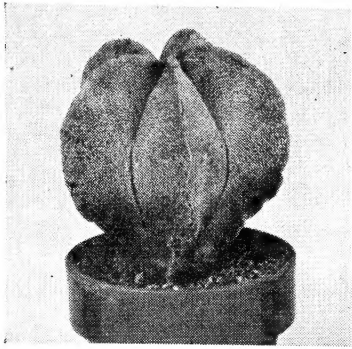
Put this sheet in your letter file for future reference.
Illustrated sheets will be sent out at longer intervals than
our regular price lists.



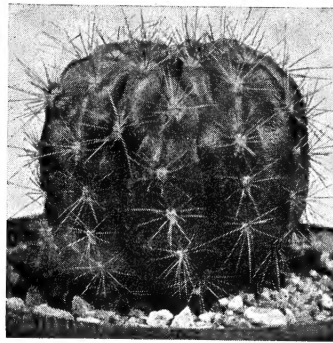
President Truman's pet meets our office cat.

Tail of donkey is *Monvillea diffusa*. Tail of cat is *Harrisia eriophora*.

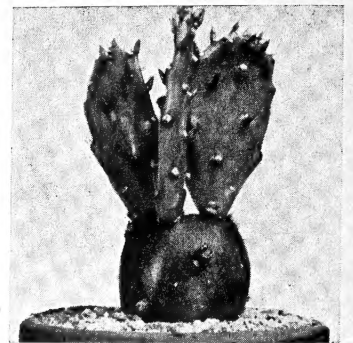
Pottery figures by Howard F. Benson, 3608 Fashion Avenue, Long Beach 6, Calif.



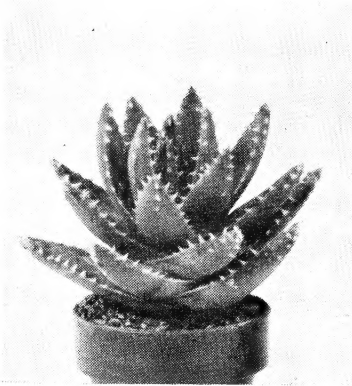
Astrophytum Myriostigma



Echinopsis Calochlora



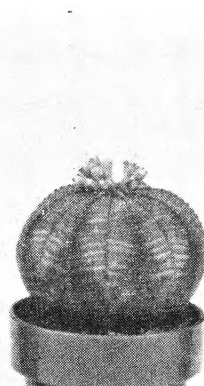
Opuntia Monacantha Bud



Aloe Brevifolia



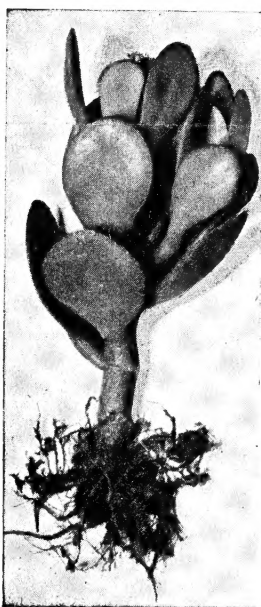
Opuntia Rufida



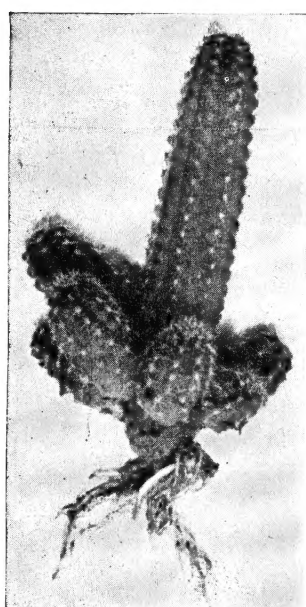
Euphorbia Obesa



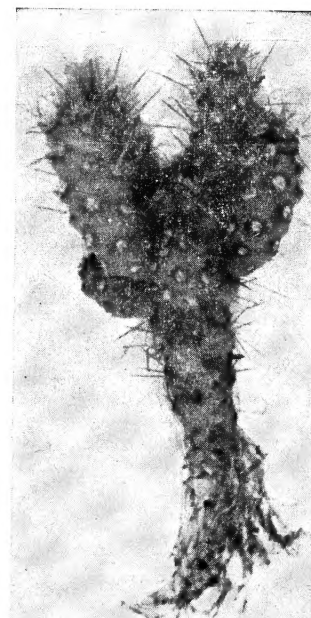
Aloe Variegata



Crassula Argentea



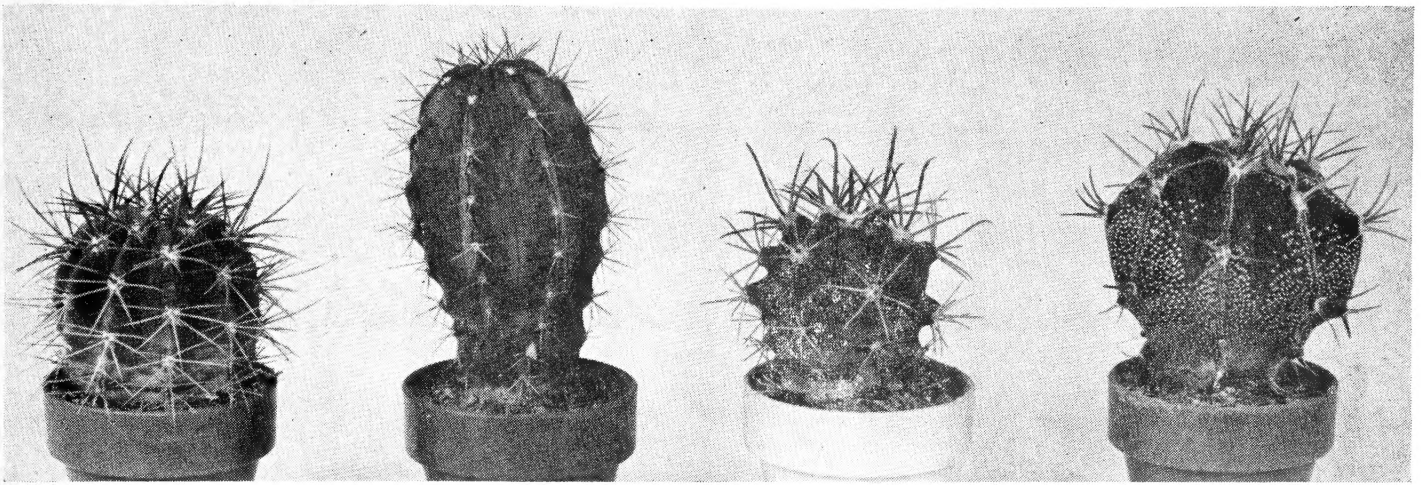
Chamaecereus Sylvestrii



Opuntia Vilis



Aloe Nobilis

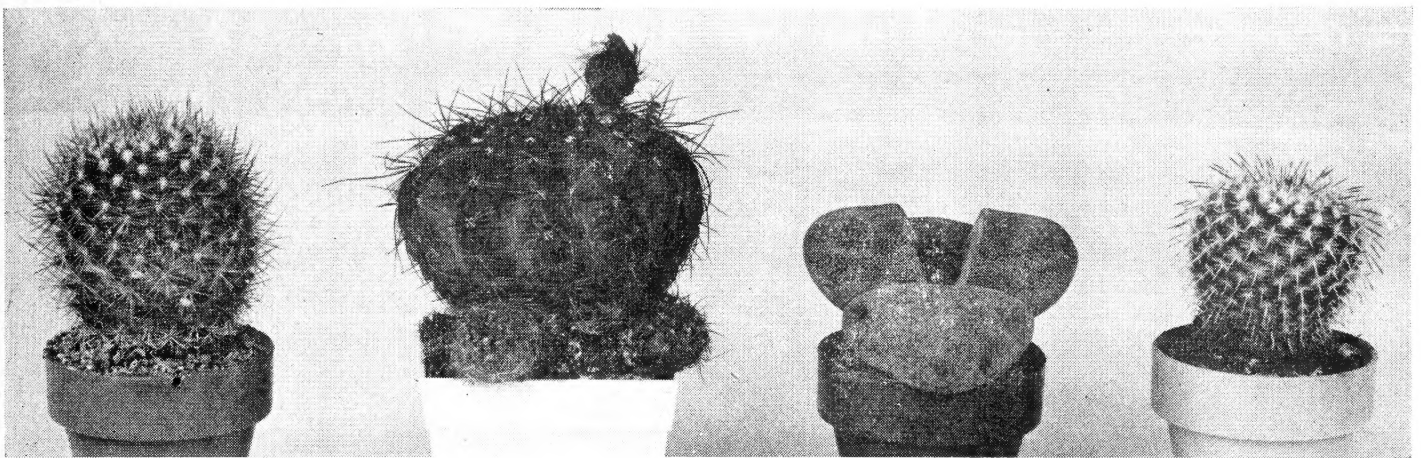


Echinopsis
Campylacantha

Lemaireocereus
Prinosus

Ferocactus
Vizcainensis

Astrophytum
Ornatum

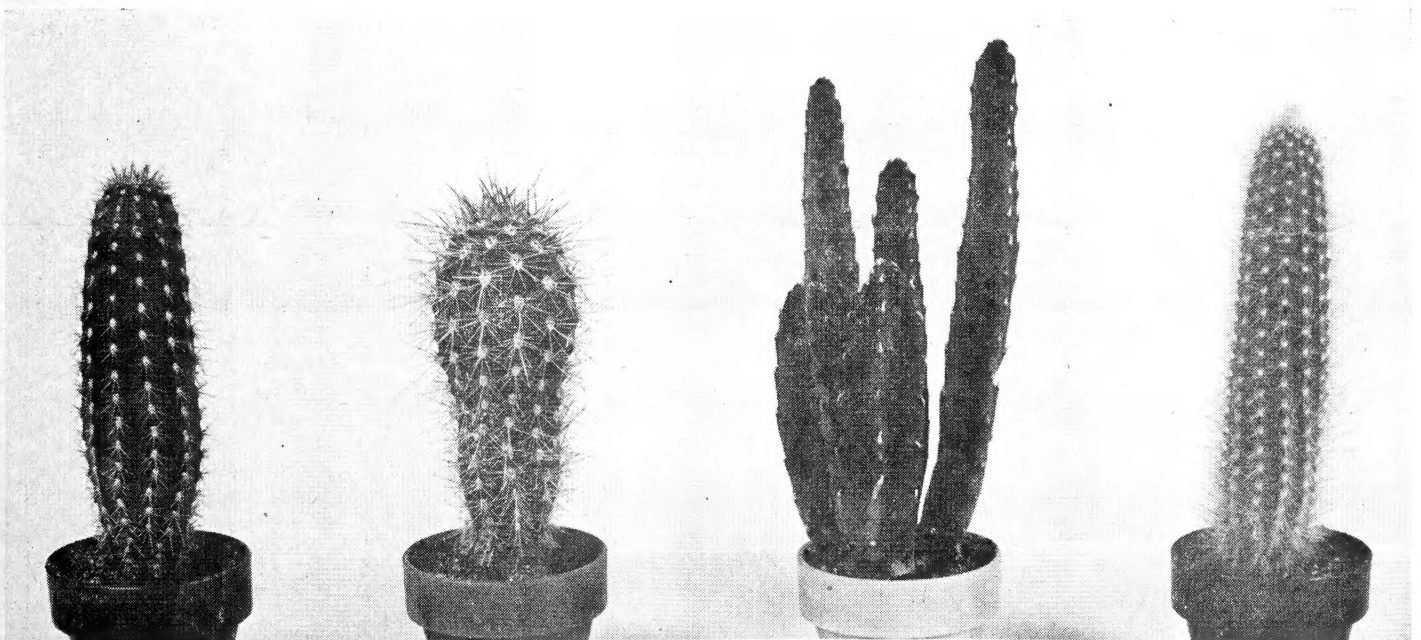


Mammillaria
Rhodantha

Notocactus
Ottonis

Pleiospilos
Bolusii

Mammillaria
Parkinsonii



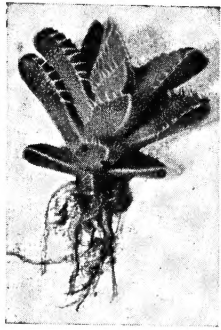
Trichocereus
Spachianus

Pachycereus
Pringlei

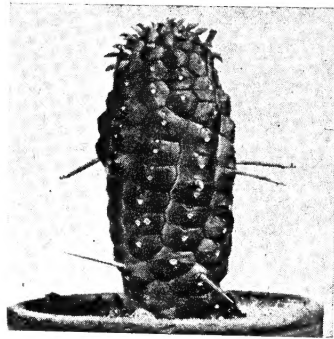
Stapelia
Hirsuta

Cleistocactus
Straussii

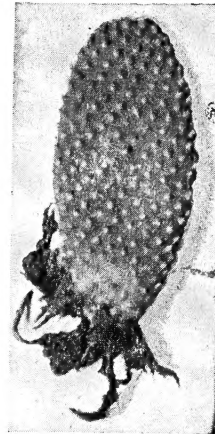
All plants on this page are shown growing in two inch plastic pots made by
Union Products Inc., 511 Lancaster St., Leominster, Mass.



Faucaria Tigrina



Euphorbia Sub-Mammillaris



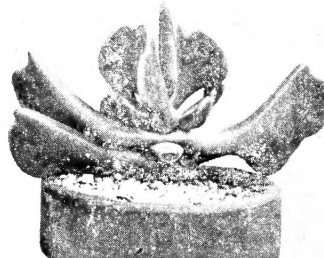
Opuntia Microdasys



Kalanchoe Tomentosa



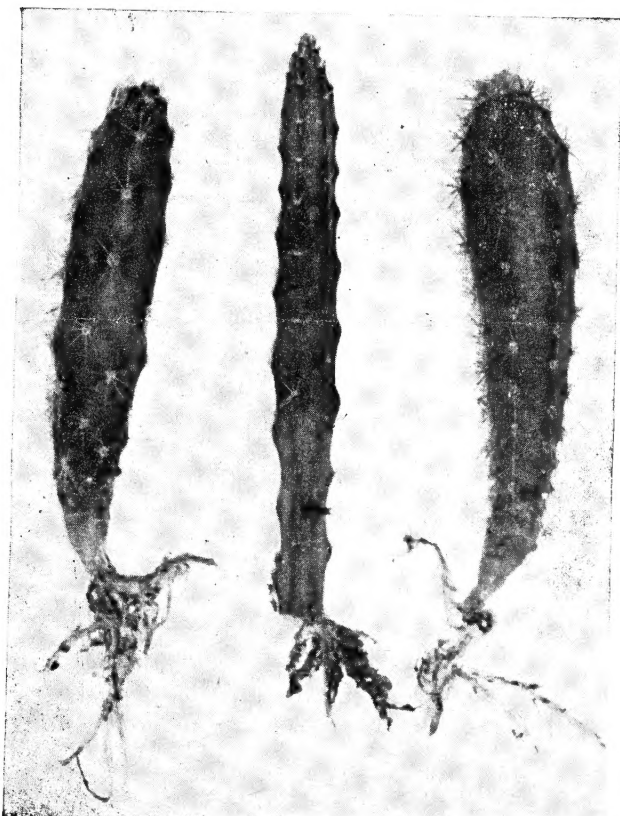
Haworthia margaritifera



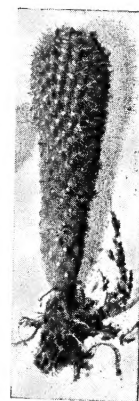
Hereroa Neli



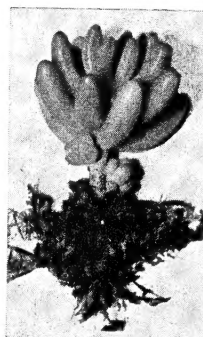
Aloe beguinii



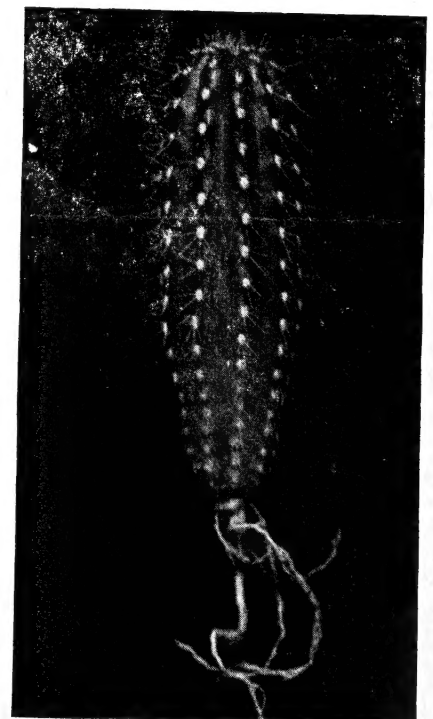
Dog Tail Types



Opuntia Boxing Glove



S. Pachyphyllum



Cereus Peruvianus

colors in the flower.

- Medalion. (A. D. Houghton). Flat cup shaped, iridescent red.
Moonrise. Flat funnel form, white, three angled branches.
Oriole. Cup and saucer shape, waxy white backed with rich yellow and brown petals.
Padre. Funnel form, clear pink, strong grower, free bloomer.
Hans Rheem. Open cup shade, vivid red and orange flower. Good basket plant.
Scarlet Giant. (Francois Verhaert). Wide open funnel shaped, orange red, good bloomer.
Strictum. True species. White night bloomer, rotate flower.
Sunburst. Open funnel shaped, burnt salmon with red center, free bloomer.
Sun Goddess. Giant open cup shaped, orange with violet eye.
Vive Rouge. Wide open funnel form, red with violet throat. Very free blooming.
H. M. Wegener. Large salmon pink flower.
Heliocereus speciosus. Climbing, three to four angled branches bearing spines, very large iridescent flower. This is one of the parents that introduced color, iridescence and long lived day blooming habit into the hybrid Epiphyllum group.

GROUP "A"

CACTUS ROOTED

\$.60 per 10 of a kind, \$5.00 per 100 of a kind.

- Cactus Dog Tails. Harrisias, Cleistocactus, Eriocereus and similar suitable types grown especially for use as animal tails. Assorted seedling and rooted cuts. 2-3" high.
Cereus peruvianus. Tall, columnar 2-3" S.
Chamaecereus sylvestrii. Peanut Cactus. 2-3" RC.
Echinopsis hybrid. Easter Lily Cactus. Globular hybrid Seedlings 1-1 1/2".
Eriocereus (Harrisias) regelli. Similar in habit to Harrisia martinii but bears pale pink night blooming flowers when old. 2-3" S.
Harrisia eriophora. Slender columnar. 2-3" S.
Harrisia nashii. Slender columnar. 2-3" S.
Lemaireocereus pruinosus. Blue Mitre. Columnar, 5-6 angled. 1 1/2-2 1/2" S.
Monvillea diffusa. Tall columnar with many soft spines, slender. 2-3" S.
Opuntia basilaris. Beaver Tail. 2-3 1/2" RC.
Opuntia Boxing Glove. Cylindrical plants that grow into odd shapes. 2-3" RC.
Opuntia cylindrica. An ever popular columnar plant. 2-3" RC.
Opuntia glomerata. Paper Spines. Egg shaped with long white papery spines. 1 1/2-2" RC.
Opuntia hamiltoniae. Cylindric with few spines on its un-usual ribs. 2-3" RC.
Opuntia microdasys miniature. Specially grown small pads for miniature work. 1 1/2-2 1/2".
Opuntia monacantha. Small green pads. 2-4" RC.
Opuntia rosarica. Cylindric with attractive spines on ribs. 2-3" RC.
Opuntia rufida. Cinnamon Cactus. Dark pads with tufts of short reddish brown spines, 2-3" RC.
Opuntia schickendantzii. Mule Ears. Elongated pads with short brown spines. 2-3" RC.
Opuntia vilis. Dwarf Tree Cactus. Bushy branched little trees that are very useful. 2-3" RC.
Pachycereus pringlei. Cardon. A stout giant cactus of Lower California. 1 1/2-2" S.
Trichocereus spachianus. White Torch. Stout columnar, fluted, reddish brown spines. 1 1/2-2" S.

SUCCULENTS ROOTED

\$.60 per 10 of a kind, \$5.00 per 100 of a kind.

- Agave deserti. Broad gray leaves 3" S.
Aloe beguinii, Pearl Aloe. 1 1/2-2" RC.
Aloe humilis brevifolia. 1 1/2-2" RC.
Aloe humilis globosa. Crocodile Aloe. Incurving, gray green, toothed leaves. Smaller than Brevifolia. 1-2 1/2" RC.
Aloe hum-vir. Needle Aloe. Erect rosettes of tapering, almost round light green leaves. A very fine hybrid. 2-3" RC.
Aloe Spotted Beauty. Spreading, dark green leaves with white dots. 2-2 1/2" RC.
Aloe microstigma. Polka Dot Aloe. Blue green leaves bearing white dots. 1 1/2-2" S.
Aloe mitriformis. Blue and Gold Aloe. Bluish leaves with yellow teeth. 2-3" S.
Aloe nobilis. Broad green leaves with yellowish teeth. 1 1/2-2" RC.
Aloe striata. Broad vari-colored leaves, tooth less. 2-3" S.
Euphorbia cereiformis. Devils Club. Fat Corn Cob type, 1 1/2-2 1/2" RC.
Euphorbia pferdorffii. Pickaninny Toes. A slender Corn Cob that branches very freely.
Euphorbia submammillaris. Corn Cob. 1 1/2-2" RC.
Faucaria assorted. Mixed Tiger Jaws. 1 1/2-2" P.
Faucaria sulrueteria. Rainbow Tiger Jaws. 1 1/2-2" P.
Gasteria hybrids. Duck Wings, Bow Tie, Ox Tongue. Thick leaves arranged in opposition. We have a fine crop coming on. Our stock is free from the black spot that often is found on plants from the coastal areas. 1 3/4-2 1/2".
Greenovia aurea. Irish Rose. Green leaves in rosettes which often

look like half open rose buds. 1 1/2-2" RC.

- Haworthia greenii. Rosettes of sharp tapering green leaves. 1 1/2-2 1/2" RC.
Pleiospilos bolusii. Split Rock from Africa. 1 1/2".
Pleiospilos neli. Cleft Stone. A more globular and compact species. 1-1 1/4" S.
Rocchea falcata. Scarlet Paint Brush. Opposing gray-green, keel shaped leaves, flat heard of scarlet flowers. 1 1/2-2 1/2" RC.
Sedum morganianum. Burro's Tail. Pendant branches with silvery leaves. Wonderful for hanging baskets. 2-3" RC.
Sempervivums Assorted. Various kinds of excellent House Leeks.
Sempervivum calcareum. Gray rosettes with reddish margins. 1 1/2-2" RC.
Stapelia hirsuta. Hairy Star Fish Flower. A larger type than Variegata. Branched 2-4" S.
Stapelia variegata. Spotted Toad Flower. Branched. 2-3" S.
Stomatium fullerii. A clustering Baby Tiger Jaw with thick gray leaves. Toothed. 2" clusters.
Sunset Collection is composed of all types of plants in Group "A" and such others of this price range that may be available.

GROUP "B"

CACTUS

\$.85 per 10, \$7.50 per 100.

- Cephalocereus collinsii. Stout, columnar, with yellow spines. 1 1/2-2" S.
Cephalocereus palmeri. Woolly Torch Cactus. Stout, columnar with wool at brown spine clusters. 1 1/2-2" S.
Cereus peruvianus. Larger 3-5" P.
Cereus peruvianus monstrosus. Quaintly gnarled plants. 2-3" S.
Cleistocactus strausii. Silver Torch. Columnar covered with fine, short, light colored spines. 1 1/2-2" S.
Echinocereus baileyi. Stout columnar, covered with light spines. Pink flower. 2-3" S.
Echinopsis assorted. Easter Lily Cactus. Globular plants, very large flowers. 2" RC.
Echinopsis calochlora. Shining yellow green balls with yellow spines. 1-1 1/2" P.
Echinopsis campylacantha. Globular with brown in-curving spines. Light pink flower. 1 1/2" S.
Ferocactus alamosanus. Globular, straight spined, 1 1/2" S.
Ferocactus latispinus. Wide brown spined, globular. 1 1/4-1 1/2" S.
Ferocactus rectispinus. Hat Pin. Globular with long straight or curved spines. 1 1/2" S.
Ferocactus townsendianus. Cape Barrel Cactus, globular 1 1/4-1 1/2" S.
Hamatocactus setispinus. Strawberry Cactus. Attractive globular, slightly hooked spines, yellow flower. 1 1/4" S.
Lemaireocereus griseus. Stout columnar, angular ribs, powdery. 2-3" S.
Lobivia assorted. Good flowering types. 1-1 1/2" S.
Lobivia binghamiana. Stout globular clustering plants. Red flowers. 1 1/4-1 1/2" RC.
Lobivia drijveriana. Sub-columnar. Short spined. Yellow flowers. 1-1 1/2" S.
Lobivia tamatimensis. Sub-columnar, short spined. Various flower colors. 1-1 1/2" S.
Lobivia haageana. Sub-columnar, short spined, yellow flowers. 1-1 1/2" S.
Lobivia wegheiana. Globular, long spined, lilac flowers. 1-1 1/2" S. 1 1/2-2 1/2" P.
Mammillarias assorted. Mostly in the globular types, named if requested. 1-1 1/2" S.
Mammillaria bocasana. Powder Puff. Biscuit shaped, silky white hair over hooked spines. 1 1/4-1 1/2" S.
Mammillaria dolichocentra. Ruby Dumpling. Globular with short brown spines. 1-1 1/2" S.
Mammillaria durispina. Globular, short stout spines, carmine flower. 1 1/4-1 1/2" S.
Mammillaria echinaria. Golden Spines. Stout than Elongata with yellow central spines. 1 1/2-2" S.
Mammillaria elongata. Golden Stars. Columnar with yellow spines 1-2" RC.
Mammillaria kewensis. Globular, rose pink flowers. 1 1/4-1 1/2" S.
Mammillaria magnimamma. Depressed globular, very large nipples, short spines, ruby flower. 1 1/4-1 1/2" S.
Mammillaria new white. Un-named, globular, densely covered, very short white spines, pink flower. 1-1 1/2" S.
Mammillaria polythele. Globular, rose flowers. 1-1 1/2" S.
Mammillaria rhodantha. Rainbow Pincushion. Globular, rather weak yellow or brown spines, rose colored flower. 1 1/4-1 1/2" S.
Mammillaria wildii. Fishhook Pin Cushion. Globular, yellow-brown spines with one fish hook to cluster, blooms freely with flesh colored flowers. 1-1 1/2" S.
Monvillea diffusa. Slender, columnar, soft brown spines. 3-5" S.
Myrtillocactus geometrizans. Blue Myrtle. Columnar, very blue, powdery. 1 1/2-2" S.
Nycotereus serpentinus. Snake Cactus. Fluted, columnar. 3-5" RC.
Pachycereus polylophus. Slow growing, stout, columnar, many ribs, short spines, 1 1/2" S.
Pachycereus pringlei. Stout, columnar, brown spines. 2-3".
Trichocereus spachianus. Larger and heavier. 2-3" S.
Little Jewell Collection is composed of the small types of the above group and a number of other choice 1-1 1/2" seedlings.

SUCCULENTS

\$.85 per 10, \$7.50 per 100.

Agave victoriae reginae. Rosettes, stout, white marked, blunt leaves, with short terminal spine. 2-3" P.

Aloe aristata. A choice rare plant. 1 1/2-2" S.

Aloe beguinii. Larger Pearl Aloe. 2 1/2-3" RC.

Aloe hum-vir. Needle Aloe. Larger plants, sometimes clustered. 3" RC.

Aloe mitriformis. Blue & Gold Aloe. Broad blue leaves with yellow teeth. 3" RC.

Crassula arborescens variegata. Tri-colored Jade. 2-2 1/2" RC.

Euphorbia pferdsdorfii. Clusters. RC.

Euphorbia sub-mammillaris. Larger 3-4" RC.

Faucaria sulruetaria. Rainbow Tiger Jaw. 2-3" P.

Gasteria hybrids. 2-3 1/2" RC.

Haworthia greenii. Larger 2 1/2-3 1/2" RC.

Pleiospilos bolusii. Extra large Living Rocks. 2-3" P.

Pleiospilos nelii. Extra large, Cleft Stones. 2-3" P.

Our Golden West Assortment is composed of the larger types in this price group. They are suitable for 2 1/2-3 1/2" pots. All cactus, all succulents or mixed will be shipped as requested.

GROUP "C"

\$1.20 per 10 of a kind, \$10.00 per 100 of a kind.

Agave victoriae reginae. Beautifully marked. 3-4" P.

Aloe mitriformis fine 4" P of the Blue & Gold Aloe.

Astrophytum capricorne. Few papery twisted spines, yellow flower, red throat. 1-1 1/2" S.

Astrophytum myriostigma. Bishop's Cap. Spineless, covered with white dots, yellow flower. 1 1/4-1 1/2" S.

Astrophytum ornatum. Star Cactus. A spiny Bishop's Cap, lemon yellow flowers. 1 1/2" S.

Cleistocactus straussii. 2-3" S.

Cephalocereus collinsii. Fine 2 1/2-3" S.

Cephalocereus palmeri. 2 1/2-3" S.

Cephalocereus polylophus. Stout columnar plants with many ribs. 1 1/2-2" S.

Crassula arborescens variegata. Variegated jade plant. Stout, branched 3" RC.

Dyckia Sulphurea. Rosettes of recurving bright green leaves bearing teeth. 3-4" P.

Echinocactus grusonii. Golden Ball. Globular with straight yellow spines. 1 1/2-2" S.

Echinocereus baileyi. Stout columnar, covered with soft light colored spines. Pink flower. 2-3" P.

Cereus peruvianus 5-8" P.

Echinopsis calochlora. Fine 2" P.

Echinopsis hybrids. 2 1/2" P.

Echinopsis mirabilis. Cob shaped, dark plant, short spines, slender white night blooming flower. Its different. 1 1/2-2" P.

Echinopsis multiplex. Pink Easter Lily Cactus. 2 1/2" P.

Ferocactus alamosanus. Fine 2" P.

Ferocactus rectispinus. Stout 2" P.

Gymnocalycium saglionae. Globular, heavy tubercles, brown spines. 1 1/2" S.

Kalanchoe tomentosa. Panda Plant. Broad gray felted leaves edged with brown spots. 2 1/2-3 1/2" P.

Lobivias assorted. 2" P.

Lobivia backebergii. Globular, green plants, medium twisted spines, carmine flower. 1 1/2-2" P.

Lobivia binghamiana. Green globular, small plants produce vivid red flowers. 1 1/2" RC.

Mammillaria compresae. Mother of Hundreds. Hemispherical, densely clustering. 2" P.

Mammillaria dolichocentra. Flowering size. 1 1/2-2" S.

Mammillaria durispina. Flowering size. 1 1/2-2" S.

Mammillaria elongata. 2-3" P.

Mammillaria perbella. Slow growing globular type, very short light spines, carmine flower. 1-1 1/2" S.

Mammillaria rhodantha. Rainbow Pin Cushion. 1 1/2-2" S.

Nyctocereus serpentinus. Snake Cactus. 5-8" RC.

Notocactus ottonis. Indian Head. Globular, soft brown spines, yellow flowers. 1 1/4-1 1/2" S.

Notocactus scopa. Silver Ball. Short silvery spines with a red red ones, yellow flower. 1 1/4-1 1/2" S.

Notocactus submammulosus. Lemon Ball. Globular, short stiff spines, yellow flower. 1 1/4-1 1/2" S.

flower. 1-1 1/2" P.

Opuntia ursina. White hairy spined Grizzly Bear. 3-5" RC.

Pilocereus backebergii. Rare. Tall, columnar, yellow spines.

Pleiospilos bolusii. Specimen plants.

Pleiospilos nelii. Specimen plants.

Trichocereus soachianus. Fine 3-5" P.

Zygocactus truncatus. Christmas Cactus. Tape worm joints, pink flower. 3" RC.

Our Royal Assortment contains the above items and such others of this price group as we may have in stock.

SPECIAL ITEMS FOR COLLECTORS

Agave victoriae reginae. Beautifully marked blunt leaves, no teeth, short spine. Field grown. 4-5" P. Per 10 \$2.00. 5-6" P. Per 10 \$3.00.

Agave picta. A wonderful pot plant. Compact, forming many gray and white variegated leaves bearing small black teeth and terminal spine. Seedlings or offsets from field stock plants. Per 10, \$1.50.

Aloe aristata. An aristocrat of this family. 3-4" P. Per 10 \$1.50.

Cephalo collinsii. Beautiful 4" plants. Per 10 \$1.50.

Cephalocereus palmeri. Stout 4" plants. Per 10 \$1.50.

Cephalocereus senilis. Mexican Old Man. Covered with white hair. 1 1/2" S. Per 10, \$1.50.

Cereus peruvianus monstrosus. Strong 5-8" S.

Cleistocactus straussii. 6-8" P. Per 10 \$2.00.

Echinocereus baileyi. Stout heads, soft white to brown spines, large pink flower. 2" S. Per 10 \$1.50.

Echinocereus pensilis. Rare. Stout columnar. when long, branches are pendant. 3-5" RC. Per 10 \$1.50.

Echinopsis mirabilis. Very dark columnar plants, slender tuber nocturnal flowers. 2" P. Per 10 \$1.50.

Euphorbia obesa. A ball shaped plant that collectors are always seeking. 1-1 1/2" P. Per 10 \$2.50.

Ferocactus townsendianus. Globular, brown spined. 3" P. Per 10 \$2.00.

Fouquieria peninsularis (Diguettii). Ocotillo from Lower California. Spiny branches resembling *Euphorbia splendens*. 3-4" S. Per 10 \$1.50.

Gymnocalycium saglionae. 2" P. Per 10 \$2.00.

Myrtillocactus geometrizans. Columnar, beautiful blue branches. 4-6" P. Per 10 \$1.50.

Opuntia boxing glove crests. Fantastically shaped fans. 3-5" P. Per 10 \$1.50.

Opuntia ursina. 5-7" Pads covered with long white bristles. Per 10 \$1.50.

A FEW CULTURAL POINTERS

Our plants are shipped bare root. We dry them for at least a day to remove surplus moisture before packing and thus avoid danger of sweating and rotting enroute.

When it is not convenient to plant immediately upon receipt, it is best to un-pack all plants, lay them out in flats and keep in a cool, slightly shaded place. Do not moisten plants before planting.

Soil for cactus and succulent plants should be extremely porous. If water has a tendency to stand on the surface, the soil is too tight. Transplanting losses will be reduced by planting into steam sterilized soil.

Cactus and succulents should be planted just deep enough to hold them up right. The fleshy bodied types are much more apt to rot when planted deeply.

Watering should be very moderate until plants have re-rooted. In cold weather or when plants are dormant, they should not be given much water. In warm dry weather and when plants are established and growing, they will take much more water. Usually the best rule after plants are established, is to water well whenever the soil is dry. *Mammillarias bocasana* and *elongata*, all *Aloes*, *Pleiospilos* and *Stapelias* are items that should be watered very sparingly when first planted. *Pleiospilos*, *Faucarias* and all other members of the *Mesembryanthemum* family are fall and winter growers. Many of them are dormant in the summer.

None of our plants should be planted in the full sun without hardening them to it gradually. Many items will burn easily when moved from shade to sun. In the greenhouse the plants should be shaded just enough to prevent burning. Heavy shading will cause an elongated and worthless growth.

Most items respond readily to fertilizer. Do not over do it and cause a weedy growth. We find the Delta Fertilizer Dispenser very useful in applying liquid fertilizer while watering.

The most common pests are mealy bugs, scale and thrip. We suggest using whatever you have generally found most useful for their control. A short two per cent oil spray with DDT added is effective on the scales. Oil or nicotine sprays will make white haired plants dirty. Oil sprays will take the "bloom" off of powdery coated plants. Parathion is deadly to plants of the *Crassula* family.

It is usually more profitable for you to sell our plants in dish gardens rather than as singly potted plants. It is similar to selling a bunch of flowers as they come from the flower market instead of making them up into corsages or center pieces.

We are sticking our neck away out. If you have had troubles in growing cactus and succulents, write us about them. We will do our best but cannot promise perfection in solving the difficulty. We have been growing cactus and succulents for over twenty years and are still learning something new all the time.

Come and see us while you are enjoying a trip to California. We will both enjoy the call. We think our nursery is different from anything else in the whole country.